

DESC has received the following comments/questions (in black). Below each comment or question is DESC's response (in blue).

Will there be one coupon which will have to be accepted by all Contractors, or will coupons be "Contractor-specific"?

One coupon will be redeemable at any contractors' facility. The coupons or coupon books will not identify any particular contractor by name, but will state "U. S. Government" or "NATO Forces".

Will the full amount of any Contractor-specific discounts be passed along to the customer, or will customers have only one discount regardless of where they get fuel?

The average savings between each contractor's discount will be passed onto the customers. Local AAFES and NATO Store outlets will advertise each contractor's discounts to encourage maximum savings. However, the final decision of which company to use will be up to each customer.

Will there be any minimum number, placement or service capacity requirement?

DESC is looking for maximum coverage in and around each base/housing unit and along the Autostrade. The more service a company can provide within these areas, the better their chances are for winning a contract. There is no requirement for a minimum number of stations. DESC is looking for service stations that can supply diesel fuel, premium unleaded and premium leaded gasoline, and will use these criteria as the basis for performance evaluation.

What do you mean by service capacity?

Service capacity refers to a single station's ability to provide all three fuel products (diesel fuel, premium unleaded or premium leaded gasoline) to a customer.

Will Contractors be expected to provide country-wide coverage or will DESC award individual contracts by area?

Contractors are expected to offer on nationwide coverage. Each contract will cover all in-country stations, including Sicily and Sardinia, belonging to that contractor.

How exactly does DESC define “performance capability”? Again, is it just number and proximity or is it other factors?

Performance capability is defined by the requirements of the solicitation. U.S. and NATO coupon users need ready access to service stations that can provide adequate pumping service.

Under Clause M72.03-1.100, paragraph (c) (3), there are three listed sub-factors DESC will use to determine performance capability. These are (1) “Base and Housing Coverage”, (2) “General Roadway Coverage”, and (3) “Autostrade Coverage”.

For sub-factors (1) and (2), the number of service stations at or near (i.e., proximity) a given base, its housing area(s), and the general roadways connecting the same, will be evaluated based on the ability of those service stations to provide adequate pumping service to U.S. and NATO coupon users. “Adequate pumping service” defines itself commercially as good overall service and a fill-up time that is comparable to or even superior to other service stations in the area. For sub-factor (3), proximity to the Autostrade is a given; therefore, the overall number of service stations on the Autostrade will be the evaluative key to its performance capability.

In addition to the three listed sub-factors, DESC reserves the right to consider any information reasonably related and relevant to the issue of whether the offeror can provide adequate pumping service to U.S. and NATO coupon users.

What are the pre-established standards that will be used to determine the quality of each offeror’s performance capability? Is it just number and proximity as suggested in Clause M72.03-1.100, or are there other standards.

Please see the first question above and our response.

What does DESC mean by the “quality” of each offeror’s performance capability? Again, is it just numbers and proximity or is it other factors?

“Quality” is DESC’s overall assessment of the offeror’s performance capability, which depends on all factors described in our first response.

If we only have to submit a full list of all service stations, and specifically the number of stations that can pump the 3 primary products and proximity of these stations to bases, housing areas, general roadways and Autostrade, will any other factors be used to consider the quality of each offeror’s performance capability? If “Yes”, what are the other factors and what are their importance?

Again, your attention is drawn to paragraph (c) (3) of Clause M72.03-1.100 and our first response.

What does DESC mean by the term “any aspect of overall service station coverage that is related to this solicitation”?

Please see our first response.

Will proximity have the same importance as number?

The number and proximity of service stations will be reviewed as integral parts of an overall formula for the evaluation of base and housing coverage and connecting roadway coverage sub-factors. In this aspect, either element might be more (or less) important than the other. This will be based primarily on the installation or housing area requiring service, and the quality of service. For the Autostrade coverage, the number of service stations will be of paramount importance.

How will the Government determine if an offer does not conform to the solicitation?

Each offeror must provide the required data listed on page 5 of the solicitation. Failure to provide this data may be considered by the Contracting Officer as grounds for determining an offeror as non-responsive.

Please explain the term “integrated assessment” used in paragraph (a) (1) of Clause M72.03-1.100?

This is merely a mathematical term. It serves as a reminder to any prospective offeror that overall evaluation by DESC will be made on 2 factors: performance capability and price. Furthermore, DESC will consider performance capability as the more important of these factors, and the sub-factors cited under Clause M72.03.1-100 are equal.

Are there any precise numerical and/or evaluative guidelines DESC will use to establish the performance capability ratings? Will an offeror’s rating be made available to the offeror – during negotiations – to discuss areas of weakness and/or ways to suggest how to improve the rating?

Per FAR 15.306, any significant weakness, deficiency, or other aspect of the offeror’s proposal that could alter and enhance materially the offeror’s potential for an award, may be discussed during negotiations. The ratings cannot be made available to the offeror during negotiations, since this would be equivalent to releasing offered prices of other competitors.